

Developing Posture and its Impact on The Gifting Process

Learn what posture is and how you leverage your team until you have it.

Conference Dial-in Number: (641) 715.3840

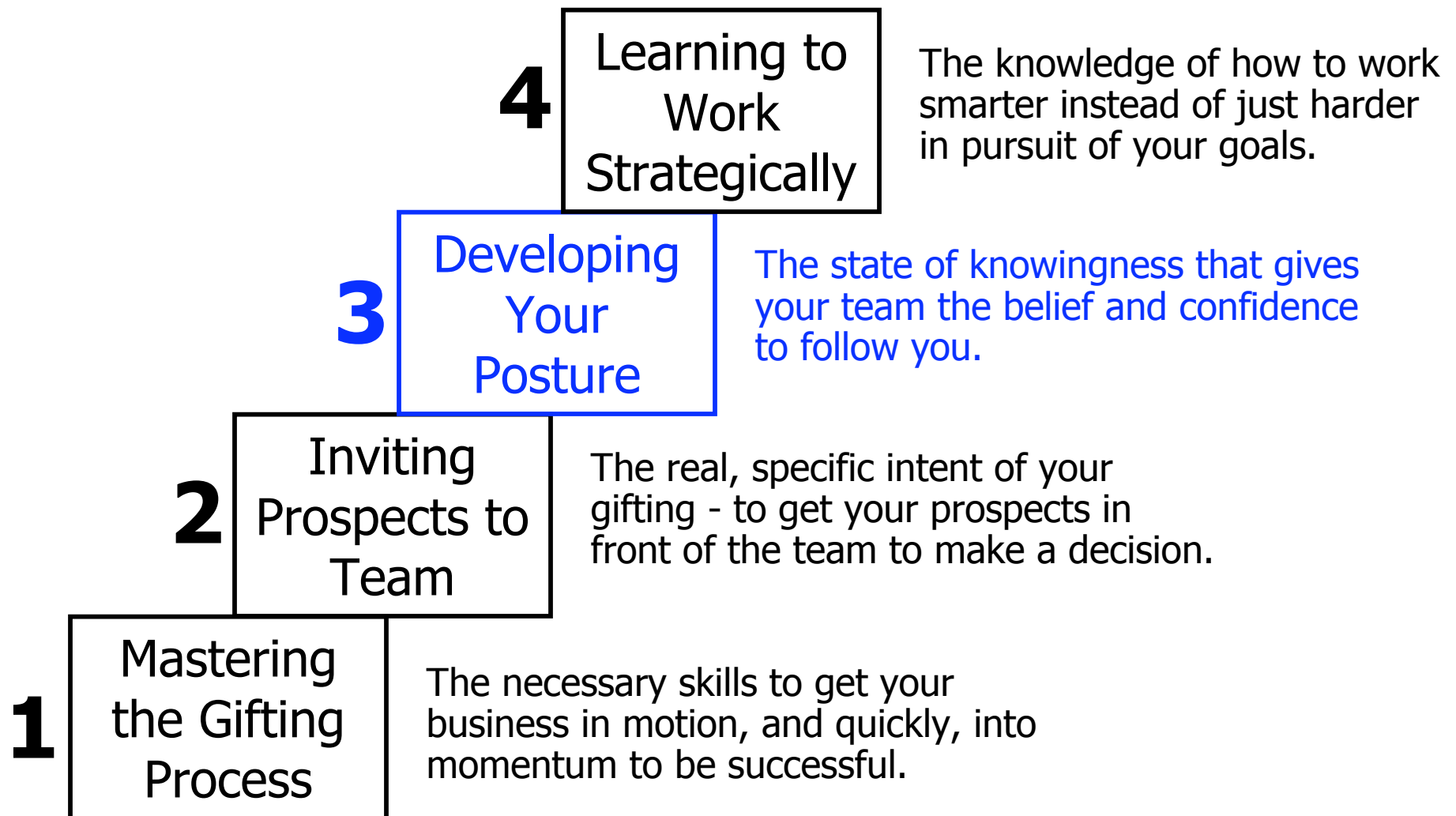
Participant Access Code: 997753#

Replay number, through the end of the week: (641) 715-3407

A live training based on Terhune Lessons at

<http://mynetimpact.com>

Today's **Key Step** to Master



Job 1 is to Get 20 Wide

- **First set out to find 20 customers and/or associates who would benefit from these products**
 - Build a list of the people you love, know and care about
 - Sort them by the healthiest and most entrepreneurial first
- **You are out to find four associates to partner with you to build your team**
 - Team is defined as
 - Four leaders who see what you see with this business
 - Four leaders who care about people
 - Four leaders for you to serve
 - Chose four associates who you want at your dinner table
 - Chose four associates who “see it big and want it now”
- **Everyone benefits from the convenience plan**
 - Advantage Customers get the best price and earn free product
 - Convenience Plan Advantage customers achieve the best results since the products’ effects are cumulative
 - Associates are rewarded for growing their customer base

The Purpose of Today's Training

- **The concept of posture is critical to understand**
- **Once you have posture, your business moves into momentum**
- **Typically, there are two key times when an associate has posture**
 - Many times, the introductory passion that an associate has gives them an pure, excitement “ignorance on fire” posture so prospects get swept up in the associate’s strong belief
 - After an associate’s business grows, and they learn how to support their team, an associate achieves a high level of belief = posture
- **The win is to “borrow” posture from your upline in the beginning and work to quickly develop posture on your own**

Posture Key Concepts

- **Gifting is like exercise:**
 - You make a decision to exercise to get in shape
 - With Univera you make a decision to gift to win
- **What happens when you have posture?**
 - You are 75-100 gifts away from diamond
 - Your Giftings will begin to work big time
 - You will have compliant prospects
 - Your prospects will give the CD a second listen

Mechanics of Posture in Gifting

- **Your job in the gifting process is to change a prospect's perspective**
- **Your Prospect's current perspective is a result of two things**
 1. Their experiences they have had in their life
 2. The knowledge that they've gained in their life
- **Important Point: Their perspective is **TRUTH** to them**
- **Your job in the gifting process is to change or enhance their perspective**
 1. From an experience point of view
 2. From a knowledge point of view
- **By getting people to listen to the CD it takes the pressure off of a life-changing product experience**
 - The power of Cherniske comes through and changes the one's knowledge base enough to intrigue the prospect to learn more
 - Prospect's product results change significantly when they have the information

Giftng Pitfalls

- **Giftng Pitfalls**
 - Getting distracted and do everything else except giftng
 - Finding a couple of associates and then moving into “management mode” and quit giftng
- **The only way to make the business move is giftng!**
- **Make sure that your associates are ready to gift**
 - Help them make a list
 - Help them learn how to gift -- role-play and answer questions
 - Practice with them
 - Go with them
 - Encourage new associates not to “talk too much”
- **Tenacious gifters always win in this business**

OK, How Does Posture Fit for Me?

- **Do not *wait* to “learn” posture, *take* it from your upteam**
 - Too often associates think they have to have all the answers
 - Too often associates hold off on activity
- **Posture comes from getting into all out activity**
 - There is nothing more Posture-powerful than pure, raw enthusiasm
 - Being new has very powerful energy when it comes to the products
 - Leverage your story
 - Share your excitement
- **Posture fundamentally is a knowingness and confidence that comes from experience**
 - What if you are new to the business?
 - What if you have experience but your business is not where it should be?
 - What if you’ve never led a team before?
- **The good news is that Posture can, and should, be borrowed**
 - Three ways
 - Team events
 - Net Impact
 - Univera Website

So What Do You Do?

1. Get into a regular routine and pattern of gifting

- Don't worry about the results, worry about the activity
- Get 20 advantage customers/associates wide

2. Track your results -- if they're not what you like, bring in upline to help you "fix" it

- Don't keep being unsuccessful, get help!
- We understand the pattern well and can help you course correct

3. If you do this enough, you will get become more skilled

There is no substitute for activity

4. Gift with a great heart

Integrity, and truly caring about others, is the core of our business

5. Leverage your personal posture, or borrow it from team

- Have fun
- Make sure they understand the value of the gift

6. Understand that compliant use is the key to winning and a measure of respect/posture that you project